

Karen M. George

Karen George, Managing Consultant, joined with John F. Brown Company in September 2000. Ms. George previously held the position of Vice President and Chief Airports Counsel for National Car Rental System, Inc.

Ms. George's career in the car rental industry began in 1988, when she joined National Car Rental. As a Senior Attorney in National's Properties Legal Department, she was responsible for all legal, contractual, facility planning and operational aspects of National's concession and lease agreements at all airports in the southern half of the United States. Beginning in early 1996, when she was promoted to Vice President and Chief Airports Counsel, Ms. George assumed responsibilities that included policy development, strategic direction, and contract administration for over 140 corporate airport locations in the United States, Canada, and Australia, with combined annual revenues in excess of one billion dollars. Her responsibilities encompassed all corporate concession, real estate, and facility construction matters.

Since joining John F. Brown Company in 2000, Ms. George has practiced primarily in the areas of rental car concessions, airport finance and management.

Ms. George has been a frequent panelist and speaker at AAAE and ACI forums on issues relating to car rental concessions and new revenue opportunities for airports.. In addition, Ms. George served for five years as an adjunct professor at St. Mary's University in Winona, Minnesota instructing graduate students in negotiation skills.

Ms. George earned her Bachelor's Degree *cum laude* from St. Mary's University, Winona, Minnesota and her Juris Doctorate from Southern Illinois University. She is a licensed attorney and a certified mediator.